

Message Text

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ACTION MC-02

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FM AMCONSUL MUNICH

TO SECSTATE WASHDC 4793

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E.O. 11652: N/A

TAGS: MILI, GW

SUBJECT: TELEMET PRODUCTION OF AN/PRC-77 RADIOS

REF: STATE 244550

1) DURING LENGTHY INTERVIEW ON JAN 8, TELEMET EXPORT MANAGER, HERR HEIMBACH, INFORMED COMMERCIAL OFFICER THAT AUSTRIAN ARMY HAD ORDERED THE BRISTOL AN/PRC-77 RADIO SETS, WHICH WOULD BE USED BY AUSTRIAN UNITS ASSIGNED TO UNITED NATIONS EMERGENCY FORCE IN MIDDLE EAST. HE ADDED THAT APEX AIRTRONICS HAD PROVIDED USG THE DOCUMENTATION FROM THE AUSTRIAN AUTHORITIES WHEN APPLYING FOR EXPORT LICENSE. ACCORDING HEIMBACH, OTHER EQUIPMENT- I.E. KITS, MODULES AND MOUNTS- WERE ORDERED FOR TELEMET'S OWN ACCOUNT AND WOULD BE USED TO MANUFACTURE AN/PRC-77 TYPE RADIO SETS. HE INDICATED THE SETS WOULD PROBABLY BE SOLD THROUGHOUT THE WORLD, INCLUDING MIDDLE EAST, LATIN AMERICA, PAKISTAN AND SINGAPORE. HEIMBACH SAID TELEMET MANUFACTURED AN/PRC-77 SETS UNDER LICENSE FROM BRISTOL ELECTRONICS. HE ADDED THAT NO PAYMENT OF ROYALTIES WAS INVOLVED, HOWEVER, IN THE AGREEMENT, THAT THE ARRANGEMENT HAD BEEN REACHED PRIMARILY FOR THE PURPOSE OF JOINT TECHNOLOGICAL DEVELOPMENT OF PRODUCTS. THE AGREEMENT, ACCORDING TO HEIMBACH, HAD BEEN IN EFFECT FOR ABOUT 2 YEARS. HE SAID HE DID NOT KNOW WHETHER USG HAD APPROVED THE AGREEMENT.

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2) HEIMBACH EMPHASIZED THROUGHOUT THAT THE AN/PRC-77 WHICH TELEMITE MANUFACTURES IS BASED ON MODIFICATIONS DEVELOPED BY TELEMITE AND, INDEED, SHOULD NOT REALLY BE CONSIDERED A AN/PRC-77 SINCE IT IS VERY DIFFERENT FROM THE US-MANUFACTURED SETS. HE MENTIONED, FOR EXAMPLE, THAT THE TELEMITE MODEL HAS 920 CHANNELS AS OPPOSED TO THE 824 CHANNELS AVAILABLE IN THE U.S. SETS AND THAT THE "FIXING" OF ALL CHANNELS IS BASED ON TELEMITE TECHNOLOGY.

3) HEIMBACH, WHO WAS AWARE OF USG INVESTIGATION INTO THE MATTER, SAID HE HAD MET WITH FRG MINISTRY OF DEFENSE OFFICIALS IN BONN IN MID-DECEMBER AND HAD EXPLAINED IN FULL HIS FIRM'S POSITION. MOREOVER, HE PLANS TO VISIT WASHINGTON IN FEBRUARY IN ORDER CLARIFY SITUATION WITH USG. HE SAID HE WOULD BE IN TOUCH WITH STATE AND DOD AFTER MEETING WITH MILITARY MISSION ASSIGNED TO GERMAN EMBASSY IN WASHINGTON.

4) HEIMBACH ALSO STRESSED THAT RADIO SETS IN QUESTION AVAILABLE TO PURCHASERS FROM SEVERAL NON-AMERICAN MANUFACTURERS. HE COMMENTED, HOWEVER, THAT GOVERNMENTS SUCH AS SYRIA WERE ABLE TO ACQUIRE US-MANUFACTURED SETS WITH EASE, FOR EXAMPLE, THROUGH LEBANON. HE BELIEVES THAT THE SOURCE OF CURRENT COMPLAINTS AGAINST TELEMITE ARE AMERICAN AND ISRAELI COMPETITORS WHO ARE FEELING EFFECTS OF TELEMITE'S COMPETITIVE POSITION IN THIS MARKET, PARTICULARLY AS REGARDS ORDERS FROM EUROPEAN GOVERNMENTS SUCH AS AUSTRIA AND SWITZERLAND.

5) ALTHOUGH WE UNABLE JUDGE HEIMBACH'S VERACITY, HE APPEARED COOPERATIVE AND FORTHCOMING THROUGHOUT INTERVIEW AND EXPRESSED WILLINGNESS MEET WITH COMMERCIAL OFFICER AT ANY TIME IF FURTHER QUESTIONS ARE RAISED.

6) WTDR ON TELEMITE IS BEING UPDATED AND WILL BE SUBMITTED.
VALDES

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